

Message Text

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46

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 COME-00 TRSE-00 SS-15 SP-02 INR-07

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R 010710Z OCT 75

FM AMEMBASSY CANBERRA

TO SECSTATE WASHDC 6663

LIMITED OFFICIAL USE CANBERRA 6619

E.O. 11652: NA

TAGS: ETRD, EEWT, AS, VN

SUBJ: GOA TRUCK PURCHASE FOR NORTH VIETNAM

ECONOMIC ASSISTANCE PROGRAM

REF: STATE 233135

1. WHITE MANAGING DIRECTOR BRISBANE INFORMED AMCON TODAY THAT HIS BID HAS BEEN SUBMITTED TO GOA, WITH PROVISIO THAT US EXPORT LICENSE REQUIRED. HE VOLUNTEERED IN ADDITION THAT HE HAS LEARNED THROUGH TRADE SOURCES THAT FOUR OTHER BIDS WERE SUBMITTED, BY WABCO, MACK, VOLVO, AND KOMMATSU.

2. ON QUESTION RAISED PARA 2 REFTTEL, WE TOOK THIS OPPORTUNITY PRESS WHITE MANAGING DIRECTOR RE HIS EARLIER JUDGEMENT THAT WHITE, MACK AND WABCO ONLY AUSTRALIAN SOURCES CAPABLE OF SUPPLYING THIS EQUIPMENT. HE MAINTAINS THIS VIEW, EXPRESSING CONSIDERABLE DOUBT THAT VOLVO, DESPITE ITS BID, CAN MEET AUSTRALIAN CONTENT REQUIREMENTS IN THE DER FROM VOLVO BRISBANE ASSEMBLY OPERATION. HE DOES NOT UNDERSTAND KOMMATSU BID SINCE KOMMATSU BELIEVED NO TO HAVE ANY AUSTRALIAN PRODUCTION.

3. WE ARE ATTEMPTING TO VERIFY KOMMATSU SOURCE BUT UNABLE DO SO IN TIME FOR THIS MESSAGE. WILL
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ADVISE. MEANWHILE WE UNDERSTAND WABCO IS AUST-

RALIAN AGENT FOR KOMMATSU LINES.

4. ASIDE FROM LIMITED INFORMATION ABOVE ON QUESTION
RAISED REFTEL, THE MAIN CHANGE WHICH THIS NEW
INFORMATION FROM WHITE MAKES IN AMCON BRISBANE'S
ORIGINAL STATEMENT OF SITUATION IS FACT THAT BIDS
HAVE APPARENTLY ALREADY BEEN SUBMITTED TO GOA
BY WHITE AND OTHERS.

5. EMBASSY AND AMCON BRISBANE WILL REPORT FURTHER
ANY ADDITIONAL INFORMATION OBTAINED.
PERCIVAL

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Message Attributes

Automatic Decaptioning: X
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Disposition Authority: greeneet
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Disposition History: n/a
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TAGS: ETRD, EEWT, ESTC, AS, VN, US, WHITE MOTOR CORPORATION
To: STATE
Type: TE
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